

## Investing in CR COSTA RICA



The place. The people. The opportunities.

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**ITINERARY****ORGANIZATION:**

Embassy of the Republic of Costa Rica in Germany  
Latin American Association (ASA), Hamburg

**DATE**

**March 15<sup>th</sup> – March 19<sup>th</sup> 2014**

**VISITORS:****Delegation of 14 German entrepreneurs:**

Franz Langre, Commercial Director of Multivac

Kai Trapp, Sales Director of Multivac

Jorge Torres, Sales of SMA Solar Technology AG

Walter Stange, Managing Director of Advanced Risk Solutions

Christoph Ludin, Managing Director of IT Chain GmbH

Friedrich Breithenthaler, Managing Partner of BauWerke GmbH

Dr. Jan Markus Broszio, Managing Director of Broszio Engineering

Petra Kollmannsberger, Managing Director of Forest Finance Gruppe

Philipp Enderle, Managing Director of GTWE

Robert Hore, Managing Director of Biogas Hore GmbH

Robert Stock, Managing Director of Tres Cabezas Berlin

Bruno Knoblich, Senior Advisor of Bruno Knoblich Management

Christoph Schmitt, Managing Director of Lateinamerika Verein LAV

S.E. José Joaquín Chaverri, Ambassador of Botschaft der Republik  
Costa Rica

**SATURDAY 15<sup>TH</sup>, MARCH 2014****Arrival to Costa Rica - KLM, British Airways Flights.****7 p.m. Check In at Hotel****SUNDAY 16<sup>TH</sup>, MARCH 2014****10:00 a.m. Pick up at Hotel Sheraton****10:00 a.m. – 11:00 a.m. Transit from Hotel Sheraton to Hacienda Sonora****11:00 a.m. – 3:00 p.m. Visit and lunch in the farmhouse for coffee****Venue** Hacienda Sonora in Carrillos de Poás, Alajuela. 1 mile north from Carrillos Alto church.**Attendees** Alberto Guardia Pinto y Sra. (506) 8356-3335**MONDAY 17<sup>TH</sup>, MARCH 2014****7:45 a.m. Pick up at Hotel Sheraton****8:00 a.m. – 10:00 a.m. Costa Rica Business Climate and Investment Presentation - Information breakfast****CONFIRMED****Organization** CINDE**Venue** CINDEs HQ. Plaza Roble, Los Balcones 4<sup>th</sup> Floor (in front of Intercontinental Hotel)**Description** The Costa Rican Investment Promotion Agency (CINDE) is a private, nonprofit and apolitical organization. CINDE ranks amongst the top 10 best-practice Investment Promotion Agencies (IPAs) worldwide, according to the 2009 Global Investment Promotion Benchmarking of the Investment Climate Advisory Service (FIAS) of the World Bank Group.**Attendees** Gabriela Llobet - General Director and/or Irving Soto – Promotion Director**Objectives** To present Costa Rica's value proposition to foreign investors as an ideal destination for FDI.**10:00 a.m. - 10:30 a.m. Transit from CINDE to DHL (30 min. approx.)**

**10:30 a.m. – 11:30 p.m.**

<b>Organization</b>	<b>DHL - CONFIRMED</b>
<b>Venue</b>	The company's facilities
<b>Description</b>	Deutsche Post has outgrown its mailbox origins. Through its DHL operations, the company is one of the world's leading providers of express delivery and logistics services, including freight forwarding, transportation management, and warehousing and distribution. DHL is a global player that provides leading edge logistics and express services through innovative and custom-made solutions. Two companies working together to provide a complete chain of services, logistics and solutions. From customs brokerage, Air, Ocean and Ground Transportation, projects, local distribution and express services.
<b>Attendees</b>	<b>Arnoldo Carranza - Managing Director</b>
<b>Phones</b>	+506 2209-0445 / +506 8703-3832. Email <a href="mailto:arnoldo.carranza@dhl.com">arnoldo.carranza@dhl.com</a>
<b>Address</b>	500mts southwest from Ultrapark I, DHL HQ in Costa Rica, Heredia.
<b>Objectives</b>	To understand the advantages and particularities of doing business in Costa Rica from St. DHL's experience. Why they decided on the country on this particular investment.

**11:30 a.m. – 12:00 p.m.****Transit to Club Unión CONFIRMED****12:00 p.m. – 1:45 p.m.****Lunch offered by Mr. Fernando Naranjo, General Manager of the National Bank (Banco Nacional).**

Description: Banco Nacional de Costa Rica (BNCR) is the largest banking institution in Costa Rica. It offers services in all sectors of the Costa Rican market: personal banking business, corporate banking, institutional banking, securities, pension funds and investment funds. It also offers integral solutions for exporters and importers which are tailor-made to suit the different needs of any international trading transaction.

**1:45 p.m. – 2:15 p.m.****Transit from location Club Unión to Ministry of Foreign Trade****2:15 p.m. – 3:30 p.m.****Meeting with Diego Salto, Tax Partner of AFC CONFIRMED**

**Description:** AFC is a Costa Rican advisory firm that provides tax, accounting, and business advisory services to local and multinational clients. Selected Clients: Amanco, Amazon, ARAgilis Engineering, Fijitsu Consulting CR, GlaxoSmithKline, Hellman Service Center, Precision concepts, Roundbox Media, Schneider, Startek International, Via Information Tools.

**3:30 p.m. – 4:00 p.m.****Meeting with the Foreign Trade Minister Anabel González****CONFIRMED****4:00 p.m. – 5:00 p.m.****Organization****PROCOMER CONFIRMED****Attendees**

Albán Sánchez, Assistant General Manager

Lila Johnson – Carlos Beer – Álvaro Piedra

**5:00 p.m. – 5:30 p.m.**Transit from **Ministry of Foreign Trade** to **AHK Costa Rica****5:30 p.m. – 6:30 p.m.****Organization Die Deutsch-Costaricanische Industrie- und Handelskammer (AHK Costa Rica)****CONFIRMED****Venue:** Cámara de Comercio e Industria Costarricense-Alemana  
Sabana Sur Edificio "Miracruz" No 1 Del Colegio la Salle  
300m este y 150m sur**Phone:** +506 2290 7621**Description:**

Die Deutsch-Costaricanische Industrie- und Handelskammer (AHK Costa Rica) ist Teil eines globalen Netzwerks von deutschen Kammern in über 80 Ländern, an 120 Standorten, die sich dem Leitprinzip des Bilateralismus verschrieben haben. Die AHK ist anteilig durch das Bundesministerium für Wirtschaft und Technologie gefördert aufgrund eines Beschlusses des Deutschen Bundestages.

AHKs sind in Deutschland eng verbunden mit dem Netzwerk der deutschen Industrie- und Handelskammern (IHKs). Gemeinsam unterstützen IHKs und AHKs die deutschen Unternehmen beim Auf- und Ausbau ihrer Wirtschaftsbeziehungen mit dem Ausland.

<http://costarica.ahk.de> <http://www.ahk.cr>**Attendees: Hermann Heise – President AHK Costa Rica****Klaus Elsner – Vicepresidente AHK Costa Rica****Ricardo Vargas - Manager AHK Costa Rica****CONFIRMED****6:30 p.m. – 7:00 p.m.**

Transit from AHK Costa Rica to the German Ambassador House.

**7:00 p.m. -****Reception at German Ambassador House****CONFIRMED** [by Embassy of CR in Germany](#)

**Venue:** German Ambassador House,

From Multicentro PACO, Santa Ana road, 350 mts to the left, last house at the right, just before the bridge.

**Attendees:** **Ernst Martens, Ambassador**

**Jens Büntjen, Mission Advisor**

**Ricardo Vargas, Manager AHK Costa Rica**

**TUESDAY 18<sup>TH</sup>, MARCH 2014**

**7:30 a.m. Pick up at Hotel Sheraton**

**7:30 a.m. – 8:30 a.m. Transit from Delegation´s hotel to Cartago (60 min. approx.)**

**8:30 a.m. – 9:30 a.m.**

**Organization G.RAU GmbH & Co. KG**

**CONFIRMED**

**Venue** G.RAU GmbH & Co. KG. 100m north from the water treatment plant, Techno Park, Zeta Industrial Park, Cartago.

**Description** G.RAU is a worldwide leading specialist for innovative solutions around metal and a preferred supplier to renowned companies in various fields of electrical and automotive engineering, measurement and control industries as well as medical engineering. G.RAU offers everything from semi-finished products to complex functional assemblies all from one source.

Headquarters: Pforzheim, Germany

Products: Parts and assemblies, Semi-finished products, Medical products

In Costa Rica they opened a manufacturing operation of semi-finished products and parts out of metal alloys.

**Attendees** **Andreas Keck, Managing Director**

**Dr. Jochen Ulmer, Chief Technology Officer**

**Frank Nauheimer, Chief Financial Officer**

**Andreas Bullinger, Manager responsible for G.RAU buildings**

**Contact** Andreas Keck

**Phone** 8816-9313

<b>Address</b>	Cartago
<b>Objectives</b>	To understand the advantages and particularities of doing business in Costa Rica from GRAU's experience. Why they decided on the country on this particular investment, and their perspective of knowledge and technology intensive sectors development in Costa Rica.
<b>9:30 a.m. – 9:45 a.m.</b>	<b>Transit time in Cartago TBD</b>
<b>10:00 a.m. – 12:00 p.m.</b>	
<b>Organization</b>	<b>Instituto Tecnológico de Costa Rica (public university)</b> <b>CONFIRMED</b>
<b>Venue:</b>	Sala de sesiones del Centro Vinculación-Industria , Campus Cartago <b>(CONFIRMED)</b>
<b>Description</b>	TEC was founded in 1972; with four campuses the main one is located in the city of Cartago. Its mission is "to contribute to the development of the country through human resource training, research and extension, keeping the scientific-technological leadership and technical, academic excellence and strict adherence to ethical standards, human and environmental from a state university perspective of quality and competitiveness at national and international levels ". Some of the programs from TEC University are the following: Business Administration, Information Technology management, Computer engineering, Electronic engineering, biotechnology and Industrial engineering.
<b>Attendees</b>	<b>ITCR</b> Dr. Paulino Méndez Rector ITCR ( <b>CONFIRMED</b> ) Juan Carlos Carvajal, Director Centro de Vinculación Univ.-Empresa Dr. Miguel Rojas ( <b>CONFIRMED</b> )
<b>Contact</b>	Silvia Hidalgo <a href="mailto:shidalgo@itcr.co.cr">shidalgo@itcr.co.cr</a> Jorge Quesada <a href="mailto:jquesada@itcr.ac.cr">jquesada@itcr.ac.cr</a>
<b>Phone</b>	(506) 2550-2262
<b>Address</b>	Cartago, Instituto Tecnológico, Centro de Vinculación
<b>Objectives</b>	To understand TEC's linkage with FDI attraction, its academic offer, research programs and students' knowledge and technological capabilities.

- 12:00 p.m. – 1:30 p.m.**      **Lunch in Cartago (CONFIRMED)**
- Attendees**      ITCR representatives  
**Several Cartago entrepreneurs (CONFIRMED)**
- Octavio Matus, **Zollner**
- 1:30 p.m. – 2:30 p.m.**      Transit from Cartago to San Jose
- 2:30 p.m. – 4:30 p.m**      **Costa Rican Chamber of Commerce**  
**CONFIRMED**
- Address**      175 mts northwest from the parking lot of El Pueblo
- Meeting with government and other authorities related to energy matters.
- Attendees**
- Roberto Guzman MINAET (CONFIRMED)
  - Irene Cañas y Andreas Nieters GIZ (CONFIRMED)
  - Mario Alvarado ACOPE (CONFIRMED)
  - Katja Frick ACESOLAR (CONFIRMED)
  - Bernhardt Johst (CONFIRMED)
  - Norman Bruce y Roy González Consultores (CONFIRMED)

**WEDNESDAY 19<sup>TH</sup>, MARCH 2014**

- 8:30 a.m.**      Pick up at Hotel Sheraton
- 8:30 a.m. – 9:00 a.m.**      Transit from Hotel to CNAA
- 9:00 a.m. – 11:00 a.m.**
- Organization**      **Cámara Nacional de Agricultura y Agroindustria (CNAA)**  
**CONFIRMED**
- Description**      The Chamber in charge of promoting social and economic welfare of the country, by training their members for competitiveness and the exercise of leadership and positive influence on the correct definition of the national agricultural problem and in making national and international policy decisions, all through the achievement of sustainable development of the agricultural, food processing and forestry sectors.
- Contact:**      Martín Calderón, Director
- Address:**      300 mts south and 50 mts East from Mc Donalds Plaza del Sol, Casa de Ladrillo, Curridabat, San José



**Objective:** Overview of the agriculture in Costa Rica.

**11:00 a.m. – 11:30 p.m.** Transit from CNAA to CINDE

**11:30 a.m. – 12:30 p.m.**

**Organization** Juwi

**CONFIRMED**

**Description** The company is developing renewable energy projects in the region, mostly wind and solar. Headquarters are in Germany with subsidiaries in 15 different countries.

**Contact:** Enrique Morales, Costa Rica office Manager **CONFIRMED**

**Phone** (506) 2290 9310

**Address:** CINDE, Oficinas Centrales, sala San José

**Objective** To understand the advantages and particularities of doing business in Costa Rica from Juwi's experience. Why they decided on the country on this particular investment. Also get to know more about their projects in Costa Rica.

**12:30 p.m. – 2:00 p.m.** Lunch TBD

**END OF PROGRAM**

